

The quarterly newsletter from Hospital Direct—the country's leading expert on patient handling in the Acute & Community sectors.

Letter from the Editor: A new Newsletter?

Special points of interest:

- Bariatric slide sheets 160cm x 220cm. Why settle for smaller?
- All courses can be run at your own establishments. Please enquire.
- Revolutionary range of sponge wipes available from us shortly.
- Need to train new staff quickly? Please enquire about our online and in-house training support services.



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It is now close on two years since we last sent out a newsletter—largely because we have been questioning the value of it to you—our customers.

What was its purpose? Was it of value? Did it provide you with useful information and advice or was it just another excuse for sales literature?

Did it still have a role in this era of websites and the Internet?

The answer from many of you was that you missed it, missed it arriving every couple of months and advising you of new developments, new ideas and new products. You told us that you missed having it on your desk and being able to pick it up and

just browse through over a cup of coffee.



Each newsletter now has its own dedicated target audience:

- Acute Sector
- Community Sector
- Operating Theatres
- Nursing Homes

... and we aim to expand this in the coming months.

We want this newsletter to be as relevant to your area of work as we can and so, relevant to you and the jobs you do.

Each edition will contain regular features:

- Letter from the Editor
- New Products
- What people say
- Technique Tips
- From our website
- Infection Prevention & HD
- Training Courses
- Tales from HD
- Competition
- News in Brief

Please let us know what you think. We look forward to hearing from you!



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Infection Prevention & HD

As many of you know HD has always been at the forefront of the design of patient handling equipment in terms of considering the ability of products to be cleaned properly in accordance with NHS guidelines and recommendations.

This is why we were the first company to introduce a patient specific range, meaning that the product stays with the person as long as they need it and is then

disposed of. This range has now grown far beyond slide sheets of all types and includes Handling Belts, X-ray Plate Systems, Glide & Locks etc

In terms of true disposables (or single use products) we have designed a range of disposable covers which fit over base products and protect them in use. These are perfect in high turnover

areas such as Theatres, A & E, and Day Clinics where the **Wipeclean Rotary Leg Support** with its throw way covers in making a real impact in the Acute sector.

Stealing the show though at the moment are our **Wipeclean Extension Straps** which never have to go to laundry.



See overleaf



What people say: Surgeons & Anaesthetists praise ProTurn™ for safer handling

Why not bring your theatres into the 21st Century and look after your staff and patients at the same time?

With excellent reviews from theatre staff, surgeons and anaesthetists across the country, this patented system is changing the way hospitals prone their patients.



Surgeon: "Why haven't we seen a product like this before? A huge benefit to staff and importantly easy to use."

Anaesthetist: "What impressed me about the product was the safer handling of the patient; the turn was far more controlled."

Theatre Scrub Nurse: "It's a good sign of new improvement on how to turn the patient prone easily and with extra care to the patient."

Manual Handling Advisor: "Very impressed with the simplicity of the system. Infection control wouldn't be an issue as this has been very well catered for within the product. I role-played the patient and at all times it felt very safe. From a manual handling advisor perspective, the ProTurn™

fulfils all the needs to reduce the risk of injury to staff/patient when proning."

Operational Lead: "Excellent, easy to use and safe for the patient. Improves handling techniques."

Allowing you to prone your patients more easily and with less staff, this system looks after the patient from pre-surgery to post-operative care in Recovery. Less of a product, more of a system, you will not want to return to your current 'flip and catch' method.

Why not give us a call to request your free ProTurn pack & DVD?

Tel: 01588 640144

New products Storage Pods—for keeping your equipment visible and safe

"STRUGGLING TO FIND SOMEWHERE TO PUT YOUR SLIDE SHEETS WHERE STAFF WILL SEE THEM? AND USE THEM?"

and/or flats) and/or anything else that fits - and can be wall-mounted or free standing... you choose!

If you wish that you had somewhere to put your Slide Sheets or Wipeclean Straps so that staff will see and use them then you need one of our Storage Pods!

They are perfect for storing Slide Sheets (roller

What about Infection prevention? Manufactured especially for HD, we have designed these in a heavy duty acrylic so that both models can be easily washed and cleaned or wiped (the wall mounted model lifts off easily) so that they will comply with your infection prevention & control measures.



Keep Slide Sheets safe...

So - buy one for each bed space, theatre or consulting room and there is no longer any need to hide slide sheets or straps away anymore! Price: £25.00 each with quantity reductions available when buying 5+

Keep Transfer Straps visible...



Tales from HD —Christian competes again!

Our intrepid Sales Manager—Christian Cox—has been at it again!

Not content with a Triathlon earlier this Spring, Christian enrolled on **Mountain Meyhem**, a grueling 24 hr solo race around a 10 mile track with a single speed bike! - one of only 11 among hundreds of mountain bikers to do so!

Starting at 1400hrs on Saturday 19th June, Christian kept going until 1400hrs on the Sunday afternoon—reckoning that, after this, working with us at

Hospital Direct, was easy!

With his wife, Russian artist Julia Borodina,



Christian & the MD!

supplying the food and drink all through the night, we popped over on the Sunday morning to cheer him on!



Are you going to do it again, we asked? "Only as part of a relay team!" he replied!

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From our website... using the Acute sections *plus* how we work with Infection Prevention & Control

Did you know that our website has two main sections:

- Hospital Section (Acute)
- Community Section.

How do we find the website?

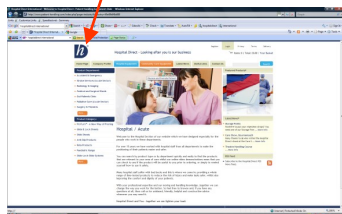
To find our Home Page either: type **Hospital Direct International** into Google

or
www.patient-handling.com

How do I find the Acute section?

Simply click on the **Hospital tab** at the top of the page.

This will take you to our Acute side of the website – designed for all of you who work in the Acute sector.



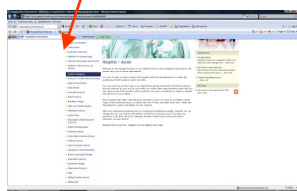
How do I find a particular department or product?

On the left-hand side you will see a list of **departments** and a list of **products**.

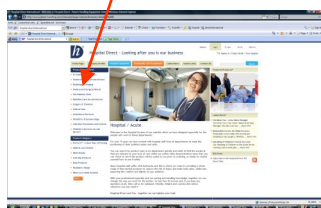
Each has a **drop down menu**, so if you can't see what you are looking for immediately, simply click on the down arrow to list a larger number of **departments**:



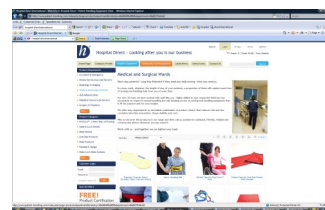
or **products**:



For example, if you work **on a medical or surgical ward**, just click on the **department tab**.



You can now read about how we work with wards like yours to help reposition people more easily and in greater safety and comfort, as well as be able to view the range of products that will be useful in your department..



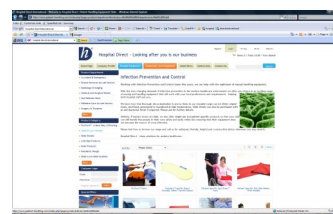
Also, by clicking on one of the product pictures in this department section, you will be able to :

- view product details,
- look at a variety of images and
- watch a video
- check a price

... and even place your order!

Interested in how we work to help you control and prevent the spread of infection?

ON the **Acute section** of the site, find **Infection Prevention** in the drop down menu on the left-hand side as before.



Now you can choose from wipeclean products, single use and patient specific to manage your patient handling equipment more effectively.

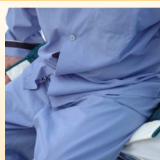
More exciting developments to come!

Technique Tips

Antislip Slide Sheet

Elderly people, or those that might not be too confident, find it really helpful to rest both hands on the anti-slip (either side of their legs) before sliding back further across the bed.

Product Code: ASGS8080, prices from £14.95



ProLateral Board

When using a lateral transfer board, encourage staff **NOT** to lift it into position, but rather rest it on the receiving surface, first sliding one corner under the patient and then the other.

They find it so much easier!

Product Code: LFTB-6x2 £126.50

Single Foot Rota Pad

Placed under the feet of someone using a sitting transfer board can make the difference between a difficult and an easy manoeuvre .

At £27.50 each, why wouldn't you try it?

Product Code: RP28



Resus Guidelines...Emergency Manual Handling Pack—have you got yours?



A simple answer to the problem of handling a collapsed person safely, this pack will help you to comply with the **Guidelines for Safer Handling during Resuscitation in Healthcare Settings** and provides a safer alternative for those situations when you have no other choice than to lift manually. You will love the

simplicity of this pack as it contains everything you will need in the event of an emergency - including a designated **Lifting Sheet**. Do *you* have the necessary equipment readily to hand in the event of an emergency as recommended by the Resus Council?



Uses: Any emergency situation involving a collapsed person. Cost: Lifting Sheet £45.00, Packs from £95.00 each

Used by: Acute Trusts, Care in the Community, Rapid Response Teams, Nursing and Care Homes, Hospices, Social Services.

To request your copy of the Resus Council's latest guidelines (Nov 2009) please email us at:

sales@hospitaldirectinternational.co.uk

Hospital Direct—the specialists in handling people in hospitals, the community and at home.

With over 14 years experience in the field of health & safety, manual & patient handling, Hospital Direct is the leading manufacturer and supplier of equipment of its type to homes and hospitals across the country—with probably the widest range of its type anywhere in Europe.

We take manual handling very seriously and all our products are designed on the back of real issues that we have worked with over the years, whether that be in the acute sector, in community nursing or with people trying to manage in their own homes.

From slide sheets to our new ProTurn™, from handling belts to products for raising and swiveling legs into bed, we offer a whole range of standard and unique handling equipment that ensures that you and your colleagues can find the right products to fit in with your needs, your ward/organization requirements and your handling practices.

Why not give us a call to request a copy of all our product literature or go to our website: **www.patient-handling.com** and **save 5% on every online order!**

News in brief.....

Two more join the HD team!

South of England: Those of you in the South West will know **Simon Cruickshank**, for many years the Area Manager for Huntleigh. He joins our team as **Head of Business Development**. Although this is a national role, being based in Bristol means that he will have special responsibility for those of you in the region not already looked after by Helen.

Wales, East & West Midlands: With HD currently undergoing rapid growth, **Bruce Gutteridge** also joins us from a career in **Customer Retailing**. His remit is to develop customer accounts across the regions and make sure that everyone, in all areas of healthcare, knows what HD can offer our customers in terms of products, service support and training. **To arrange a visit please call us on 01588 640144. Ask him about ETD!**

Current & Forthcoming Courses with HD include:

Over the next 12 months we are running a number of 1 & 2 day courses designed to help you stay up to date with developments and/or enhance your skills and knowledge base

Handling Patients in Operating Theatres

Handling of Children: Acute & Community

Product Competency: Training your staff to use specialist equipment. Acute & Community

Safer Handling in Orthopaedics

X-ray & Radiology: Reducing Risk

The Fallen Patient

A full list of courses will be available soon.

Course fees include accommodation

Competitions:



Win a bottle of bubbly! In less than 40 words, tell us why you like to use HD products and services. Best quote wins!! Closing date: 31st August. Winner announced in the next issue.

We have **5 Lifting Sheets to give away (each in its own bag) with the first 5 orders received (value over £500) quoting the Code: LSF0C0710**. Simply tell your wards/departments to use the code on any order they place over the next few weeks!

